

Pacific Northwest Booksellers Assn.

338 West 11th Ave. #108

Eugene, OR 97401

Profit & Loss [Budget Analysis]

January 2018 through March 2018

3/12/18

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	Selected Period	Budgeted	\$ Difference	% Difference
Income				
Program Service Income				
Fall Trade Show	\$150.00	\$82,000.00	-\$81,850.00	(99.8%)
Drayage	\$0.00	\$27,500.00	-\$27,500.00	(100.0%)
Mailing List	\$0.00	\$900.00	-\$900.00	(100.0%)
BINC Support Donation	\$0.00	\$6,000.00	-\$6,000.00	(100.0%)
Spring Event Income	\$500.00	\$2,400.00	-\$1,900.00	(79.2%)
Adv-Footnotes	\$125.00	\$1,400.00	-\$1,275.00	(91.1%)
Adv-Trade Show Program	\$0.00	\$1,500.00	-\$1,500.00	(100.0%)
Adv-Stuff-Its	\$0.00	\$2,400.00	-\$2,400.00	(100.0%)
Adv-NW New Title Preview	\$1,800.00	\$4,500.00	-\$2,700.00	(60.0%)
Adv-Buzz Books	\$0.00	\$1,800.00	-\$1,800.00	(100.0%)
Adv-NW Booklovers	\$750.00	\$2,500.00	-\$1,750.00	(70.0%)
Adv-Bookseller Blast	\$4,175.00	\$26,000.00	-\$21,825.00	(83.9%)
Author Promos	\$0.00	\$26,000.00	-\$26,000.00	(100.0%)
Promotional Sponsorships	\$0.00	\$3,000.00	-\$3,000.00	(100.0%)
Holiday Catalog	\$0.00	\$234,000.00	-\$234,000.00	(100.0%)
Total Program Service Income	\$7,500.00	\$421,900.00	-\$414,400.00	(98.2%)
Membership Dues - Renewal	\$25,750.00	\$30,000.00	-\$4,250.00	(14.2%)
Membership Dues - New	\$2,625.00	\$8,000.00	-\$5,375.00	(67.2%)
Interest Income - MM/Check	\$22.69	\$300.00	-\$277.31	(92.4%)
Interest Income - CD	\$0.00	\$1,500.00	-\$1,500.00	(100.0%)
Total Income	\$35,897.69	\$461,700.00	-\$425,802.31	(92.2%)
Expenses				
Program Service Expense				
Member Communication	\$0.00	\$600.00	-\$600.00	(100.0%)
NW Booklovers	\$140.00	\$6,000.00	-\$5,860.00	(97.7%)
Awards	\$5,015.50	\$7,000.00	-\$1,984.50	(28.4%)
Drayage	\$1,191.30	\$8,000.00	-\$6,808.70	(85.1%)
Fall Trade Show	\$0.00	\$80,000.00	-\$80,000.00	(100.0%)
Fall Show Professional Fees	\$48.52	\$30,000.00	-\$29,951.48	(99.8%)
Trade Show Programs	\$0.00	\$3,500.00	-\$3,500.00	(100.0%)
Buzz Books	\$0.00	\$300.00	-\$300.00	(100.0%)
Education	\$0.00	\$6,000.00	-\$6,000.00	(100.0%)
Rural Library Project	\$0.00	\$750.00	-\$750.00	(100.0%)
BINC Support Programs	\$35.00	\$6,000.00	-\$5,965.00	(99.4%)
Literacy Donation	\$25.00	\$1,000.00	-\$975.00	(97.5%)
Independent Bookstore Day	\$500.00	\$500.00	\$0.00	0.0%
Indies Forward	\$0.00	\$150.00	-\$150.00	(100.0%)
Spring Event	\$0.00	\$1,500.00	-\$1,500.00	(100.0%)
Advertising Production	\$75.00	\$0.00	\$75.00	NA
HC Travel	\$0.00	\$3,500.00	-\$3,500.00	(100.0%)
HC Design	\$0.00	\$7,000.00	-\$7,000.00	(100.0%)
HC Mailers	\$0.00	\$400.00	-\$400.00	(100.0%)
HC Print/Plate	\$0.00	\$82,000.00	-\$82,000.00	(100.0%)
HC Promotional Material	\$0.00	\$1,000.00	-\$1,000.00	(100.0%)
HC Freight	\$0.00	\$12,000.00	-\$12,000.00	(100.0%)
HC Distribution CO-OP to Store	\$0.00	\$36,000.00	-\$36,000.00	(100.0%)
Total Program Service Expense	\$7,030.32	\$293,200.00	-\$286,169.68	(97.6%)
Management Expense				
Accounting/Taxes	\$0.00	\$1,000.00	-\$1,000.00	(100.0%)
Board Expense	\$7,058.12	\$14,000.00	-\$6,941.88	(49.6%)

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	Selected Period	Budgeted	\$ Difference	% Difference
Office Staff	\$6,032.00	\$27,000.00	-\$20,968.00	(77.7%)
Director's Wages	\$16,544.17	\$84,000.00	-\$67,455.83	(80.3%)
Payroll Taxes	\$2,322.48	\$10,000.00	-\$7,677.52	(76.8%)
Payroll Processing	\$388.54	\$1,800.00	-\$1,411.46	(78.4%)
Office Supplies/Copies/Fees	\$396.76	\$2,000.00	-\$1,603.24	(80.2%)
Computer Software	\$1,069.49	\$2,000.00	-\$930.51	(46.5%)
Telephone	\$630.18	\$2,200.00	-\$1,569.82	(71.4%)
Internet & WWW	\$371.85	\$1,200.00	-\$828.15	(69.0%)
Postage/Shipping	\$0.00	\$300.00	-\$300.00	(100.0%)
Credit Card Merchant Fees	\$315.01	\$5,000.00	-\$4,684.99	(93.7%)
Director's Travel/Mileage	\$0.00	\$6,000.00	-\$6,000.00	(100.0%)
Dues/Subscriptions	\$10.00	\$100.00	-\$90.00	(90.0%)
Office Equipment	\$0.00	\$700.00	-\$700.00	(100.0%)
Regional Meetings	\$1,292.29	\$3,000.00	-\$1,707.71	(56.9%)
Legal/Professional Fees	\$0.00	\$600.00	-\$600.00	(100.0%)
Insurance	\$382.00	\$2,800.00	-\$2,418.00	(86.4%)
Office Rent	\$807.66	\$4,800.00	-\$3,992.34	(83.2%)
Total Management Expense	\$37,620.55	\$168,500.00	-\$130,879.45	(77.7%)
Total Expenses	<u>\$44,650.87</u>	<u>\$461,700.00</u>	<u>-\$417,049.13</u>	<u>(90.3%)</u>
Net Profit/(Loss)	<u>-\$8,753.18</u>	<u>\$0.00</u>	<u>-\$8,753.18</u>	<u>NA</u>